

PEI Impact Evaluation Workshop

Moving Economic Inclusion to scale





ECONOMIC INCLUSION MEASURES IN SAFETY NETS IN THE SAHEL – AN IMPACT EVALUATION FROM A TO Z

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Outline

1. Diagnostic and Design phase: program and RCT
2. Implementing the RCT
3. Results and policy

A highly collaborative endeavor

Implementation partners



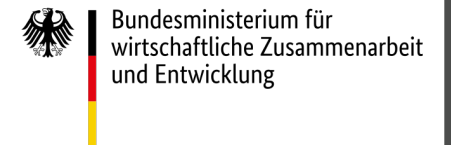
Technical partners



Research partners



Funding partners

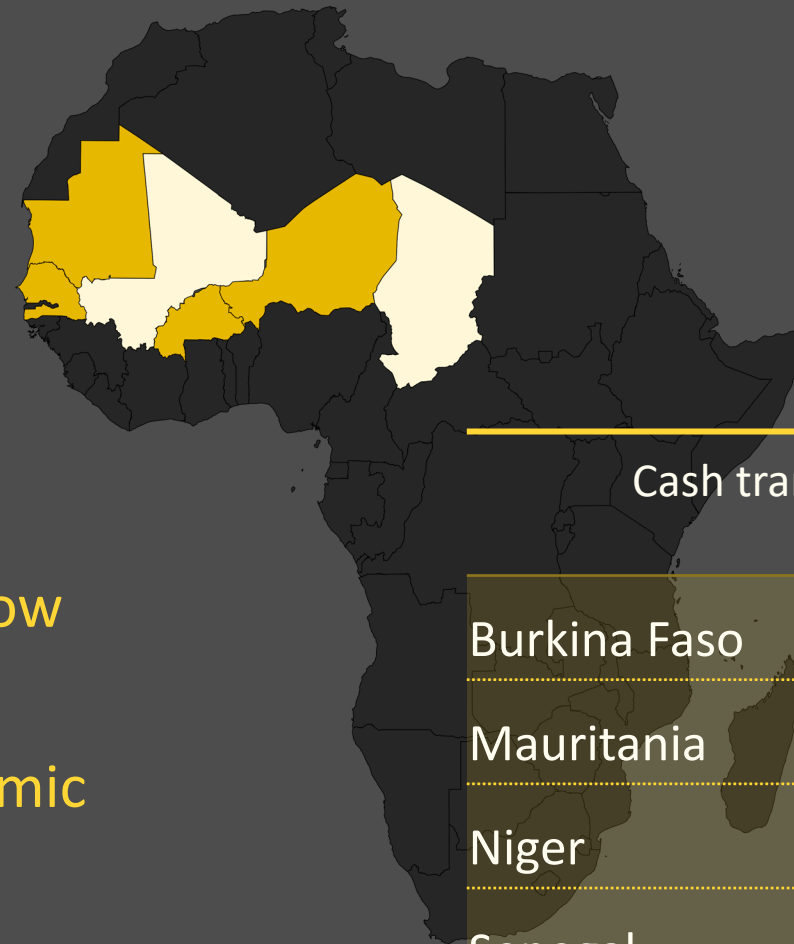


1. Diagnostic and design phase: the program, the RCT

1.1 Augmenting safety net systems in the Sahel

Burkina Faso, Mauritania, Niger and Senegal established the foundations of safety net systems between 2012-16

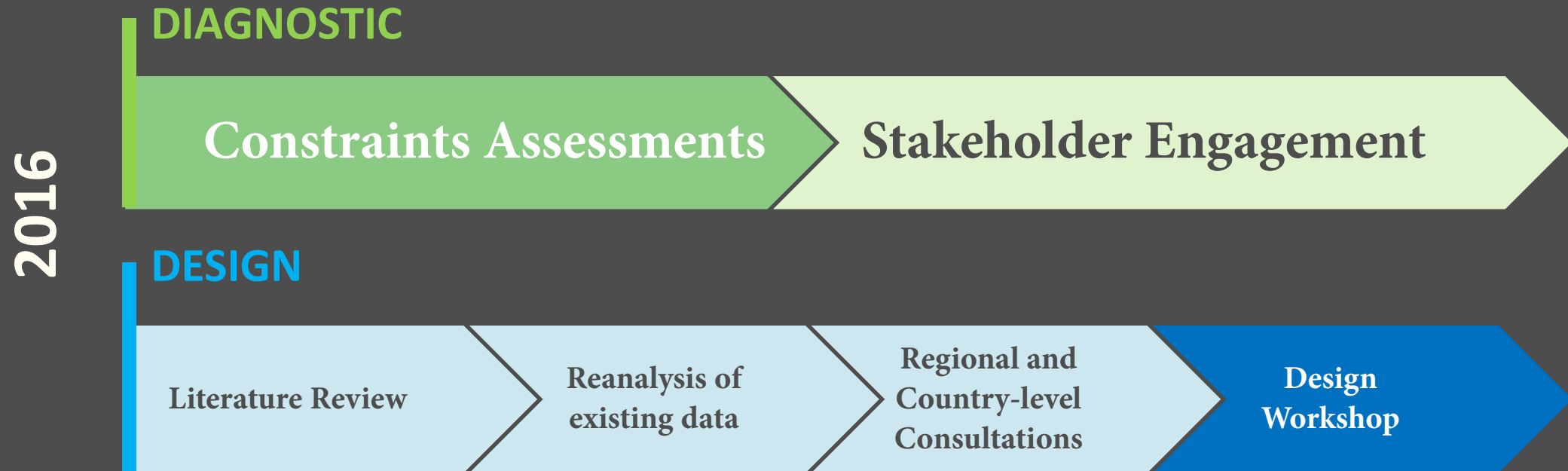
- Cash transfers: 2-5 years, monthly /quarterly; women
- How can existing safety nets can be enhanced to further boost **economic inclusion and resilience?**
- Multi-faceted productive **programs show great promise...**
- *Can national safety nets deliver economic inclusion measures at scale?*



Cash transfer beneficiaries (households)

Burkina Faso	50,000
Mauritania	43,000
Niger	100,000
Senegal	300,000

1.2 An evidence-based diagnostic and design process



Building a consensus with all counterparts and partners

1.2.1 Diagnostics: Constraints Assessments

- 1) Identify main **productive activities**
- 2) Determine and rank the **main constraints**
- 3) Understand and prioritize the most promising **interventions**

Qualitative assessment

Focus groups, guided interviews, key informant interviews

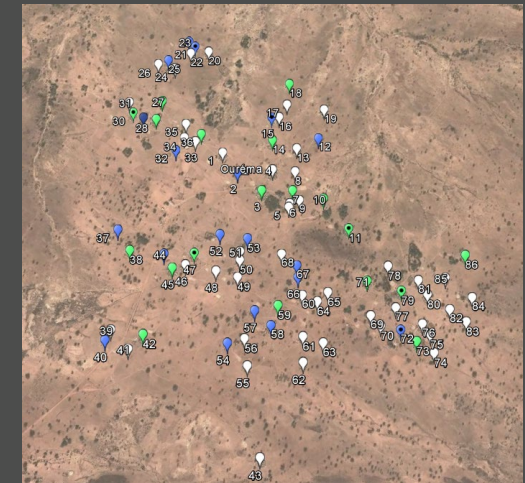
Quantitative study

“Closed” questions on a tablet

Focus on collecting data not available in existing sources

Sampling to maximize learning:

- 1) Men/women
- 2) distance to market
- 3) Richer/poorer



1.2.2 Design phase: Stakeholder Design Workshop

Stakeholders

- Government project teams from each country
- NGOs
- World Bank TTLs
- Independent Researchers

Inputs

- Constraints assessments
- Reanalysis of existing data
- Literature reviews
- Stakeholder meetings
- Regional and country-level consultations

Binding constraints

- Access to skills
- Access to capital
- Access to markets
- Agency and empowerment
- Social dynamics

1.3 The productive inclusion measures



Group formation and coaching: Formation of groups of about 20 beneficiaries. Coaches provide support to groups and individual beneficiaries. This activity runs throughout the duration of the program.



Community sensitization on aspirations and social norms: Screening of a short video showing how a married couple overcomes tensions and works together to diversify their livelihoods. The screening is followed by a facilitated discussion with the larger community.



Facilitation of community savings and loan groups



Life-skills training: Group training spanning 3 to 7 half days. Covers topics such as self-confidence, gender relations, communication skills, risk-taking.



Micro-entrepreneurship training: Group-based training spanning 3 to 7 half days. Covers fundamental skills in micro-business management, relevant for both agricultural and non-agricultural activities.



Cash grants: One-off transfer of 140-275 \$US depending on the country.



Access to markets: Facilitation of group-buying of inputs with support from coaches.

Variations across countries:

- ▶ **Recipient of the program** (= / ≠ CT recipient)
- ▶ **Localities:** rural vs. peri-urban (Senegal, Mauritania)
- ▶ **Timing of program:** beginning vs. end of CT cycle

Participants are all cash transfer beneficiaries. The productive measures are an ASP “delta”.

1.4.1 IE Design (Burkina Faso, Niger, Mauritania, Senegal)



Control

(No productive measures)



Capital Package



Coaching



Micro-entrepreneurship training



Savings and loan groups



Access to markets



Cash grants



Psychosocial Package



Coaching



Micro-entrepreneurship training



Savings and loan groups



Access to markets



Life-skills training



Community sensitization



Full Package



Coaching



Micro-entrepreneurship training



Savings and loan groups



Access to markets



Life-skills training



Community sensitization



Cash grants

All beneficiaries receive regular Cash Transfers (CT)

1.4.3 Study design and samples: case of Niger

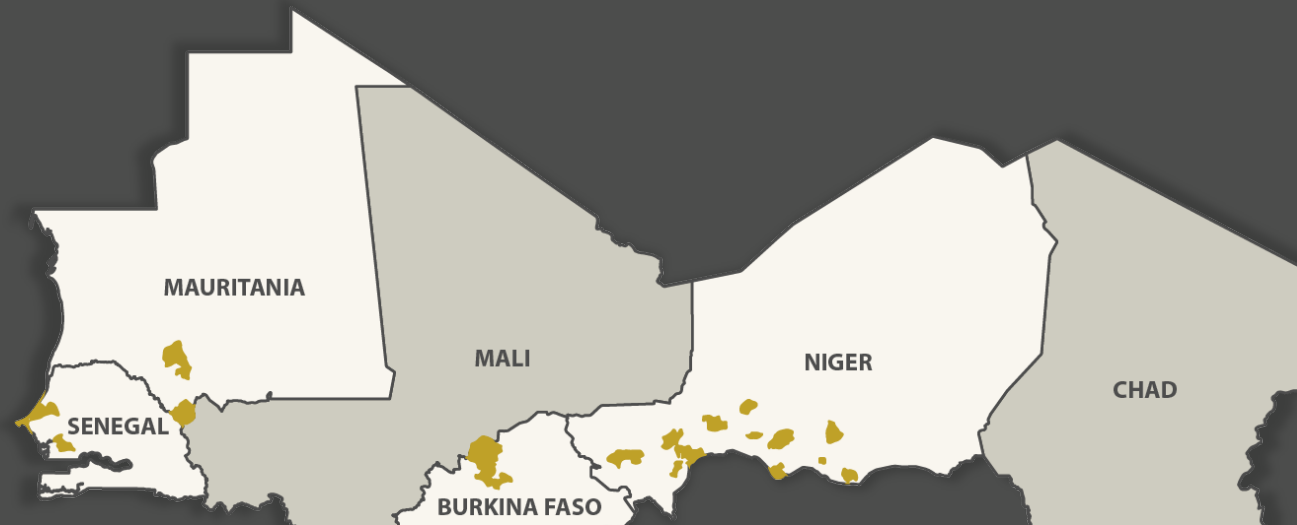
	Niger
Sample households, across 4 arms	4608
Sample as % of program households in study area	21%
Geographic area	Dosso, Maradi, Tahoua, Tillaberi and Zinder regions
Stratification	Commune x household targeting method
Unit of randomization	Village
Urban/Rural	Rural
Randomization units (clusters)	325
Households sampled per randomization unit	Max 15, Average 14
Productive accompanying measures beneficiary	Cash beneficiary

Village-level randomization with equal-sized arms

Implementation areas chosen by Governments, with no further targeting

Power calculations to determine how many households to survey within a village

In Niger, (MDE of 0.057 sd *across* arms using $icc = 0.10$ and conservation assumptions) -> about 15 households/village



1.5 More prepwork: PAP, IRB, and survey design

Pre-analysis plan (PAP)

Key outcomes: Food security,
Consumption/adult equivalent

Secondary outcome groups and mechanisms

Plan for multi-hypothesis testing

AEA RCT registry www.socialscienceregistry.org/



Survey Design

Household and beneficiary surveys

Adapted from existing LSMS, other surveys

Pilot, validate, translate, adapt

In our case: largely the same baseline as
follow-up survey

CAPI via SurveyCTO

Ethics Approval for the RCT and the survey instruments

- Innovations for Poverty Action Institutional Review Board (IRB)
- National Statistics Office or Ethics Committee, sometimes Health Research Boards

1.6 Implementation phase

2016

DIAGNOSTIC

Constraints Assessments

Stakeholder Engagement

DESIGN

Literature Review

Reanalysis of existing data

Regional and Country-level Consultations

Design Workshop

2017-2022

EVALUATION

Research questions

Sampling

Ethics approval

Baseline

Randomization

Follow-ups

IMPLEMENTATION AND IMPLEMENTATION SUPPORT

Preparation of activities

Implementation modalities

Procurement /recruitments

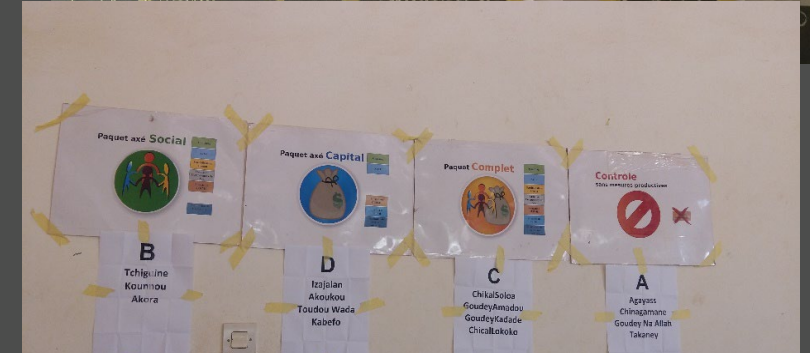
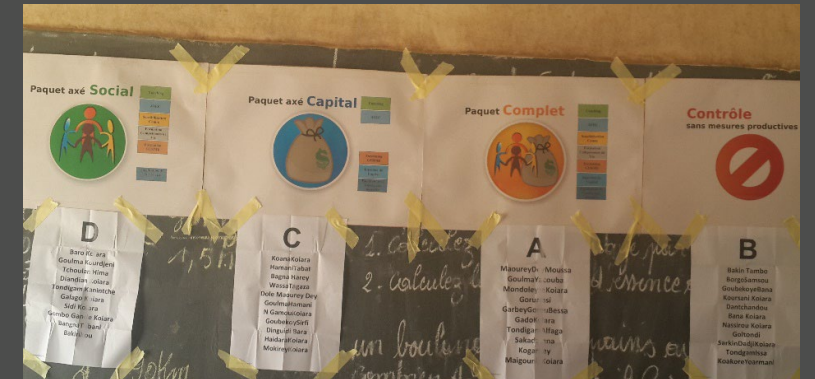
Implementation Technical Assistance

2. Implementing the RCT and program in Niger

2.1. Lotteries with pre-grouped village lists



- Each district organizes their lottery
- Invited village elders are witnesses
- One list is picked for each treatment arm (4)
- Nobody knows which list will be assigned to which treatment arm before the ticket is picked



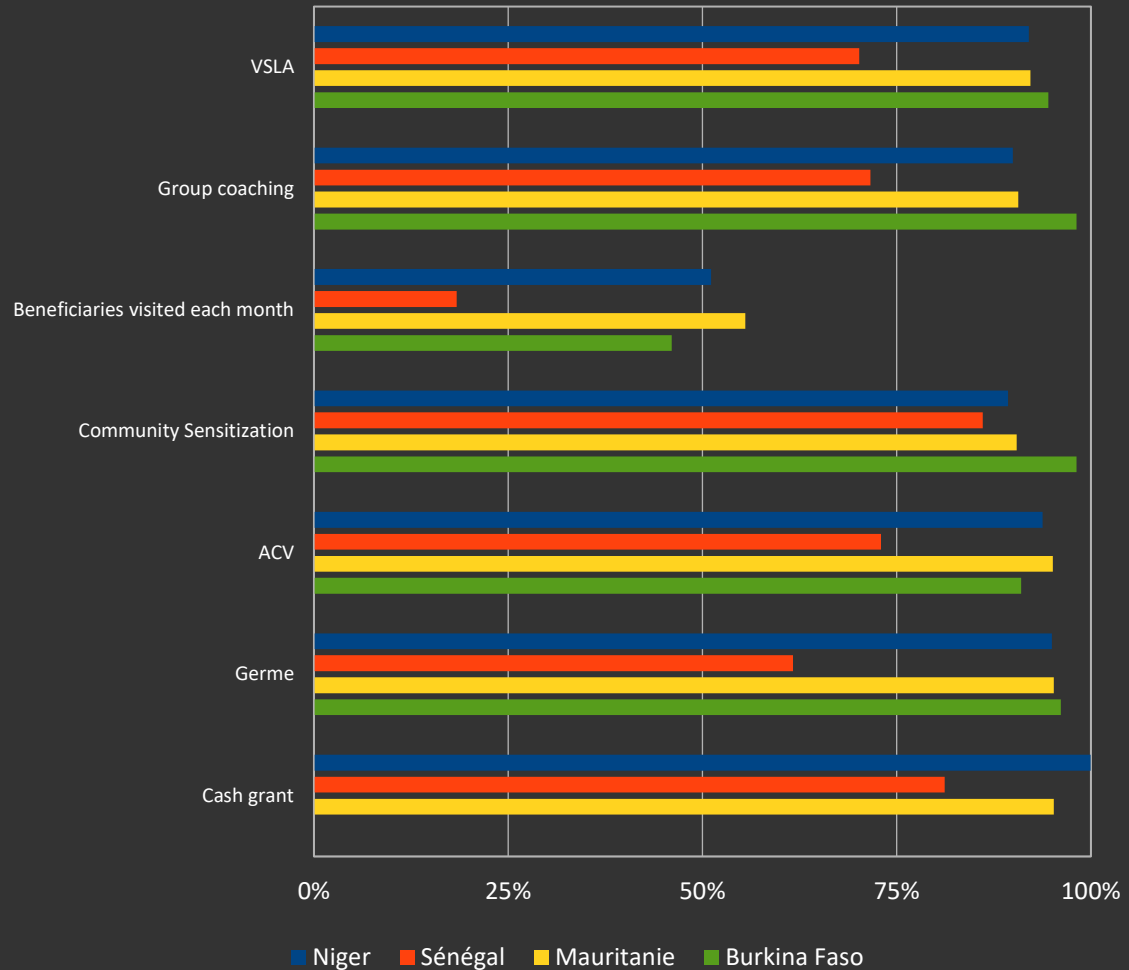
2.2.2. Solid delivery

Key lessons

- Delivery was successful across the four countries
- Attendance rates are very high
- More complex forms did not succeed very well



Attendance Rates by Measure



2.3. Process Evaluation

What happened and how it was experienced by beneficiaries

In depth qualitative research in each country

- **Key informant interviews implementing agent**
- **Focus group discussion of beneficiaries**

Identified areas of strength and opportunities for improvement

2.4. Collecting the costing data

Separate costing for

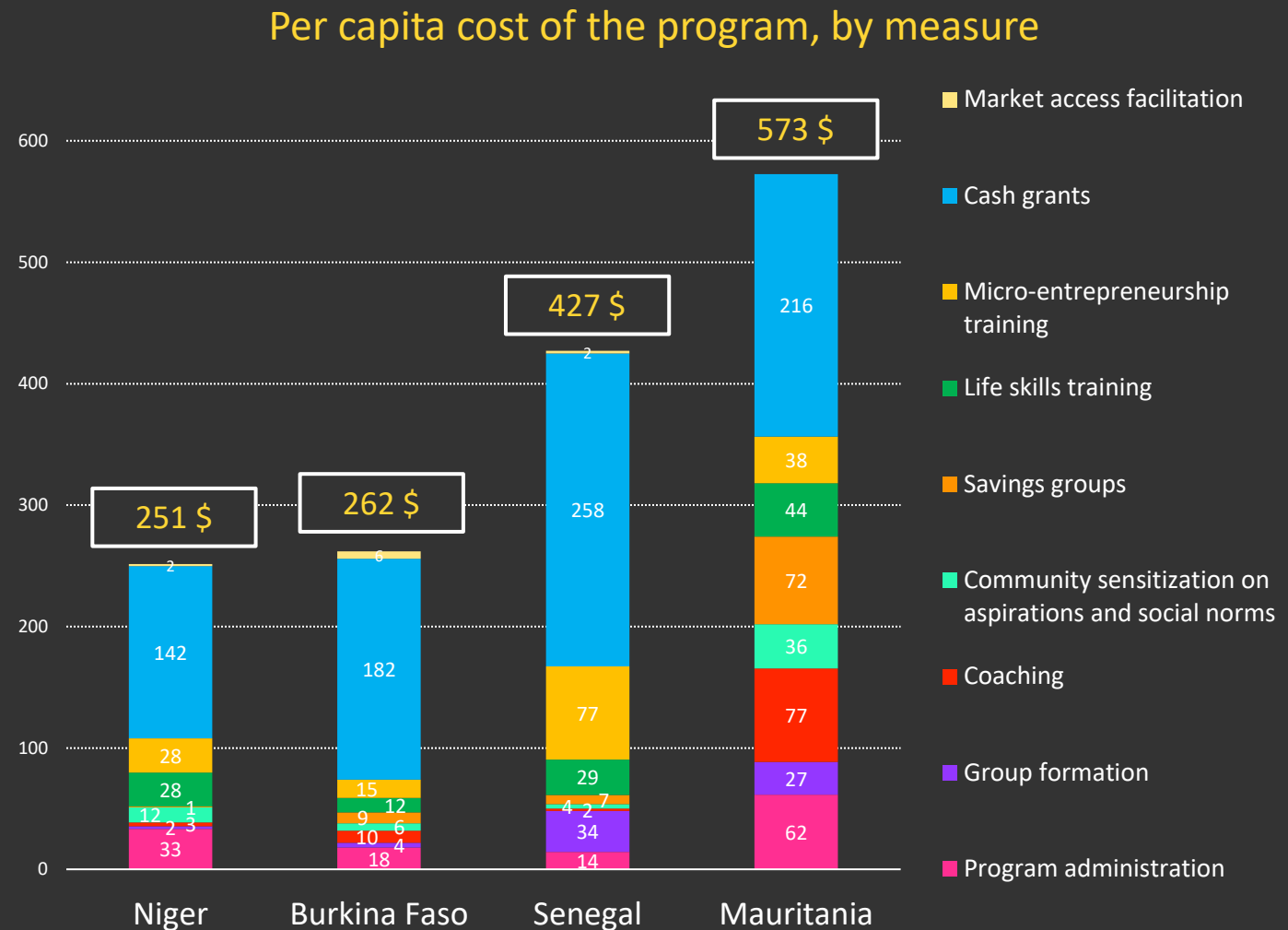
- Administration of the program (government staff time, WB support, expenditures)
- Identification and enrolment of beneficiaries
- Each component separately

Financial data collected from program administrators in government, compiled with common methodology by regional team

	POSTE DE COÛT	Unité	Coût Unitaire	Coût Unitaire	# d'Unités	Coût total (local)	Coût total (USD)
I	Salaires et rémunérations						
	Equipe de gestion (10% du salaire du personnel intervenant sur l'accompagnement productif durant les						
	Coordonateur National	mois	200,000	340	18	3,600,000	6,120
	Responsable suivi évaluation national	mois	150,000	255	18	2,700,000	4,590
	Responsable des transferts monétaires	mois	125,000	213	18	2,250,000	3,825
	Statisticien	mois	75,000	128	18	1,350,000	2,295
	Responsable administratif et financier	mois	150,000	255	18	2,700,000	4,590
	Comptable principal	mois	75,000	128	18	1,350,000	2,295
	Coordonateurs régionaux	mois	100,000	170	90	9,000,000	15,300
	Responsables suivi évaluation régionaux	mois	75,000	128	90	6,750,000	11,475
	Comptables régionaux	mois	75,000	128	90	6,750,000	11,475
	Agents de terrain	mois	125,000	213	504	63,000,000	107,100
	Appui Admin publique, DGPSN (hors don IDA)						
	Individu 1					-	0
	Individu 2					-	0
	Appui BM						
	Staff					-	0
	Consultant					-	0
	Sous-total:					99,450,000	\$169,065
II	Matériel et équipement						
	Location bureaux	mois	800000	1,360	18	14,400,000	24,480
	Fonctionnement (eau, électricité, internet, Tablettes)	mois	11,750,000	19,975	18	211,500,000	359,550
		Tablettes	120,000	204	28	3,360,000	5,712
	Sous-total:					229,260,000	\$389,742
III	Frais de gestions des prestataires de service						
	Prestataire 1					-	0
	Prestataire 2					-	0
	Prestataire 3					-	0
	Prestataire 4					-	0
	...					-	0
	Sous-total:					0	\$0
	Total:					328,710,000	\$558,807

2.5. Scale and integration in national systems kept program costs low

- Costs are lower than the average cost of NGO-delivered multifaceted programs
- Cash grants represent about 60% of the cost.
- Large differences across countries
 - Scale
 - Beneficiary quotas per facilitator
 - Govnmt vs NGO



Tackling psychosocial and capital constraints to alleviate poverty

<https://doi.org/10.1038/s41566-022-06647-8>
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Many policies attempt to help extremely poor households build sustainable sources of income. Although economic interventions have predominated historically^{1,2}, psychosocial support has attracted substantial interest^{3–6}, particularly for its potential cost-effectiveness. Recent evidence has shown that multi-faceted 'graduation' programmes can succeed in generating sustained changes^{7,8}. Here we show that a multi-faceted intervention can spare participants out of extreme poverty by relaxing capital and psychosocial constraints. We conducted a four-arm randomised evaluation among extremely poor female beneficiaries already enrolled in a national cash transfer government programme in Niger. The three treatment arms included group savings promotion, coaching and entrepreneurship training, and then added either a lump-sum cash grant, psychosocial interventions, or both the cash grant and psychosocial interventions. All three arms generated positive effects on economic outcomes and psychosocial well-being, but there were notable differences in the pathways and the timing of effects. Overall, the arms with psychosocial interventions were the most cost-effective, highlighting the value of including well-designed psychosocial components in government-led multi-faceted interventions for the extreme poor.

Research briefing

Addressing social, psychological and economic barriers helps people out of extreme poverty

Policies that aim to reduce poverty often prioritize economic interventions. We show that a programme that addresses not only financial but also psychological and social barriers is effective at helping extremely poor households in Niger. Our results point to a cost-effective approach for alleviating extreme poverty that can be scaled up using government systems.

This is a summary of:
 Bossuroy, T et al. Tackling psychosocial and capital constraints to alleviate poverty. *Nature* <https://doi.org/10.1038/s41566-022-06647-8> (2022).
Cite this as:
 Nature <https://doi.org/10.1038/s41566-022-01027-0> (2022)

The problem

More than 600 million people live in extreme poverty worldwide. If multiple obstacles prevent them from improving economically, policy interventions that focus strictly on one constraint might not be sufficient to achieve lasting change. In particular, psychological constraints (related to mental health, self-efficacy or aspirations), social capital and norms, or a lack of power for women, can prevent households from seizing new economic opportunities. However, these barriers are often overlooked in designing poverty reduction interventions. Better knowledge of such constraints, and how they interact with economic ones, could improve understanding of the sources of poverty and the extent to which it persists, as well as helping to identify cost-effective policies to address it. Furthermore, although non-profit organizations have delivered effective multifaceted programmes to improve the livelihoods of poor people⁹, it is not yet clear whether governments can effectively and affordably scale up such interventions¹⁰. We explore these issues in Niger, one of the world's poorest countries, where more than half of rural households live in poverty.

The solution

We collaborated with the national cash transfer programme of Niger's government to document the effectiveness of multifaceted interventions designed to improve income-generating activities for women in extremely poor households. We allocated 322 villages randomly to one of four arms. All households (including those in the control arm) received monthly cash transfers. Those in the three treatment arms also received support to set up and operate savings groups; coaching and micro-entrepreneurship training designed to facilitate the choice of income-generating activities and improve business practices. The treatment groups also received one of three options: a lump-sum cash grant ('capital' arm); psychological and social interventions, such as life-skill training and a community film screening to boost aspirations and address gender and social norms ('psychosocial' arm); or both the cash grant and psychosocial interventions ('full' arm). We measured a broad range of outcomes for economic and psychosocial well-being and women's empowerment before the interventions started, and at 6 and 18 months after the interventions finished, in a sample of 4,712 households. We also collected detailed cost data. All arms improved households'

consumption of food and non-food products, business revenues and women's psychological and social well-being, including mental health, future expectations and social support. Interestingly, the capital arm also had psychosocial effects, and the psychosocial arm also had economic impacts. The full arm had the largest economic effects at 6 months, whereas some of the effects of the psychosocial arm grew over time. We calculated the cost-effectiveness by comparing the programme's costs with its benefits. For benefits, we focused on consumption as an aggregate measure of overall economic well-being. The treatments cost between US\$263 and US\$4 per beneficiary and were cost-effective under most assumptions. The arms with psychosocial interventions were particularly cost-effective, with positive rates of return even when assuming that the programme would have no lasting effects beyond those observed after 18 months (Fig. 1). These returns compare favourably with those of effective programmes run by non-governmental organizations in the past¹¹.

Future directions

Our study shows that addressing psychological, social and economic barriers can alleviate extreme poverty. It highlights the value of including well-designed psychosocial components in multifaceted programmes for extremely poor people. Importantly, we show that such interventions can be delivered effectively and at low cost through government systems. This has direct policy implications. One limitation of our study is that we are not able to formally test whether the cash grants and psychosocial components complement each other, or act independently. In the future, we aim to follow up the households for longer than 18 months. Our study is part of a multi-country experiment in the Sahel in which we plan to study how the effects of economic and psychosocial components vary across settings and households. Globally, similar-in-concept economic inclusion programmes, which aim to improve the livelihoods of extremely poor people, have reached more than 91 million individuals in 75 countries¹². More experiments embedded in government programmes¹³ will be essential for documenting the effectiveness of further scaling up these approaches to eradicate extreme poverty.

Dean Karlan is at Northwestern University, Evanston, Illinois, USA, and Patrick Premand is at DIME, World Bank, Washington DC, USA.



IMPACT DES MESURES D'INCLUSION PRODUCTIVE DANS LES FILETS SOCIAUX ADAPTATIFS AU NIGER



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 Harounan Kazianga - William Parienté - Patrick Premand - Catherine Thomas
 Christopher Udry - Julia Vaillant - Kelsey Wright



Impact D'un Programme Public D'inclusion Économique Sur Les Ménages Pauvres Au Niger

Filets Sociaux Et Chemins De Sortie De La Pauvreté

Les ménages vivant dans l'extrême pauvreté sont confrontés à de nombreux défis qui limitent leur capacité à gagner leur vie. Dans le passé, les politiques de sortie de la pauvreté se sont concentrées uniquement sur un petit nombre de ces contraintes. Les évaluations de programmes multidimensionnels mis en œuvre par des ONG donnent des résultats prometteurs. Toutefois, des questions subsistent quant à l'efficacité et à la possibilité de mise à l'échelle de tels programmes par les systèmes publics. Les chercheurs et chercheurs de la Banque mondiale, d'Innovations for Poverty Action et des partenaires ont évalué l'impact des programmes multidimensionnels d'inclusion productive mis en œuvre à travers les systèmes de filets sociaux pour répondre simultanément à plusieurs contraintes empêchant la sortie de la pauvreté. L'évaluation couvre des programmes mis en œuvre au Burkina Faso, en Mauritanie, au Niger et au Sénégal, tous des pays de la région du Sahel. Ce document présente les principaux résultats de l'évaluation au Niger. Les résultats pour le Burkina Faso, la Mauritanie et le Sénégal seront présentés dans de prochaines notes de politique.



Résultats clés

- Au Niger, un programme multidimensionnel proposant différentes combinaisons d'interventions, en plus des transferts monétaires, notamment des formations en gestion d'entreprise, la promotion de l'épargne, le coaching, une subvention forfaitaire en espèces et des activités psychosociales, a eu un impact positif important sur les indicateurs économiques et le bien-être psychologique.
- Le programme a eu un impact positif sur les indicateurs économiques telles que la consommation (augmentation de 7 à 15 pour cent, selon le paquet d'intervention) et le revenu annuel tiré des entreprises des ménages (augmentation de 20 à 66 pour cent).
- Toutes les composantes du programme ont eu un impact positif sur la santé mentale des femmes, principales bénéficiaires du programme. Les femmes bénéficiaires de la subvention forfaitaire en espèces ont également eu plus de contrôle sur leur propre revenu et leurs activités productives, tandis que les femmes bénéficiaires d'activités psychosociales ont renforcé leurs relations sociales avec leur communauté et leurs partenaires.
- Le programme a coûté entre 263 et 544 dollars US en parité de pouvoir d'achat (PPA 2016) selon le paquet d'intervention. Le rapport coût-efficacité du programme, notamment lorsqu'il comprend des composantes psychosociales, est élevé. Les impacts en termes de consommation brute des ménages ont dépassé les coûts 18 mois après l'intervention pour les communautés bénéficiaires d'activités psychosociales.
- Ces résultats soulignent l'importance de s'attaquer non seulement aux contraintes liées aux capitaux, mais aussi aux contraintes psychosociales, afin de trouver des chemins de sortie de l'extrême pauvreté.

3. Results from Niger

Research team

Thomas Bossuroy / Bassirou Karimou / Markus Goldstein / Dean Karlan
 Harounan Kazianga / William Parienté / Patrick Premand
 Catherine Thomas / Chris Udry / Julia Vaillant / Kelsey Wright

IE Design (Burkina Faso, Niger, Mauritania, Senegal)



Control

(No productive measures)



Capital Package



Coaching



Micro-entrepreneurship training



Savings and loan groups



Access to markets



Cash grants



Psychosocial Package



Coaching



Micro-entrepreneurship training



Savings and loan groups



Access to markets



Life-skills training



Community sensitization



Full Package



Coaching



Micro-entrepreneurship training



Savings and loan groups



Access to markets



Life-skills training



Community sensitization



Cash grants

All beneficiaries receive regular Cash Transfers (CT)

Niger program and impact evaluation timeline

2nd phase of Niger Adaptive Safety Net project

Sample : 4608 households across 17 communes

Baseline survey
April-May 2017

- Sep-17
- Oct-17
- Nov-17
- Dec-17
- Jan-18
- Feb-18
- Mar-18
- Apr-18
- May-18
- Jun-18
- Jul-18
- Aug-18
- Sep-18
- Oct-18
- Nov-18
- Dec-18

- Jan-19

1st follow-up survey:
April-May 2019
6 months after grants

- Feb-19
- Mar-19
- Apr-19
- May-19
- Jun-19
- Jul-19
- Aug-19
- Sep-19
- Oct-19
- Nov-19
- Dec-19

2nd follow-up survey
February-March 2020
18 months after grants

- Jan-20

- Feb-20
- Mar-20
- Apr-20
- May-20
- Jun-20
- Jul-20

Niger



Savings and loan groups



Community sensitization



Life-skills training



Micro-entrepreneurship training

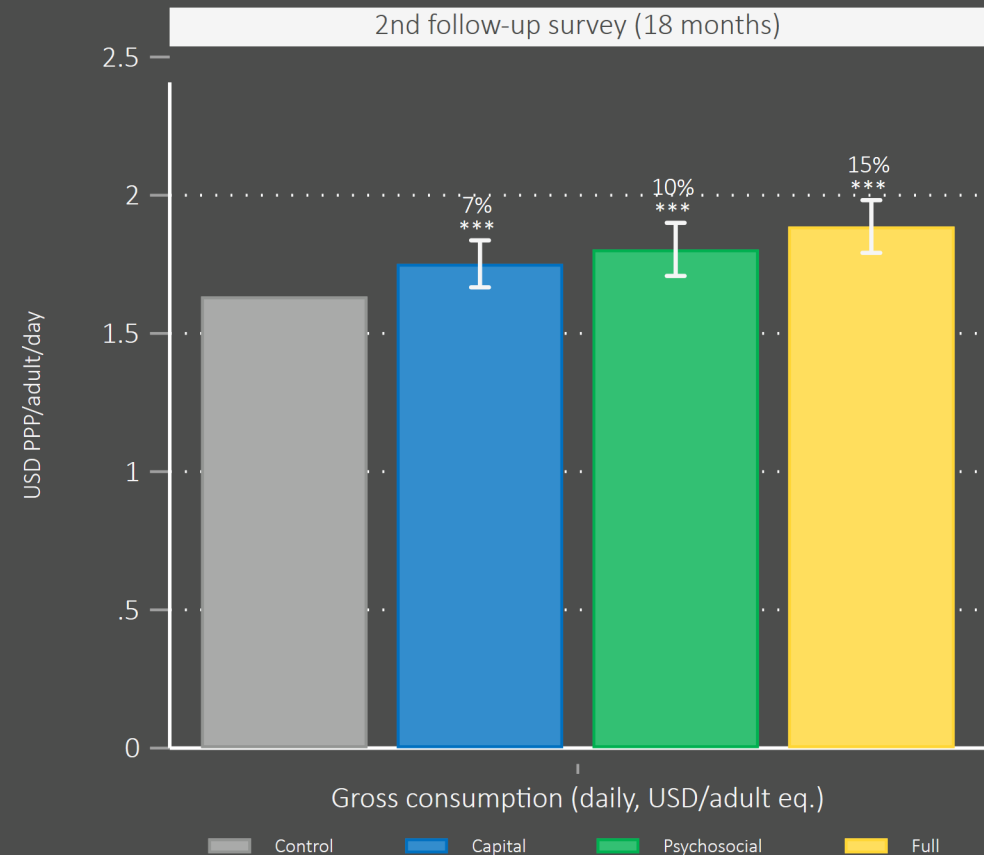
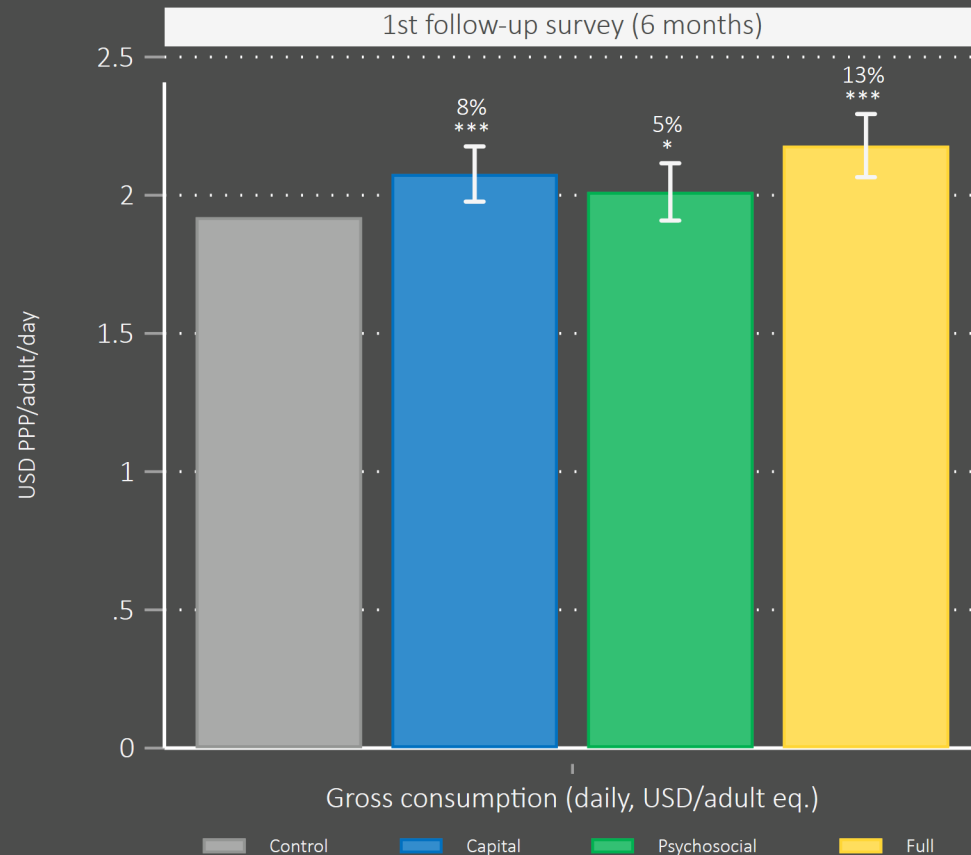


Coaching



Cash grants

Substantial impacts on household consumption



- Impacts are significant for all 3 packages, and tend to be stronger for the full package.
- Impacts are significant at 1st follow-up, and sustained at 2nd follow-up.
- Similar findings on food security scales (food insecurity experience or dietary diversity).
- Social package appears to 'catch up' with capital package at 2nd follow-up.

Cost-effectiveness based on observed consumption impacts

Package	Cost of package	Sum of consumption impacts 18-months post-intervention	Benefit / cost ratios 18 months post-intervention	Benefit / cost ratios (50% dissipation after 2 nd follow-up)	Benefit / cost ratios (no dissipation after 2 nd follow-up)
Capital	\$ 528 PPP	\$ 313	59 %	93 %	765 %
Psychosocial	\$ 285 PPP	\$ 351	123 %	214 %	2023 %
Full	\$ 638 PPP	\$ 616	97 %	156 %	1353 %

Consumption impacts largest in full package. But psychosocial package cheapest.

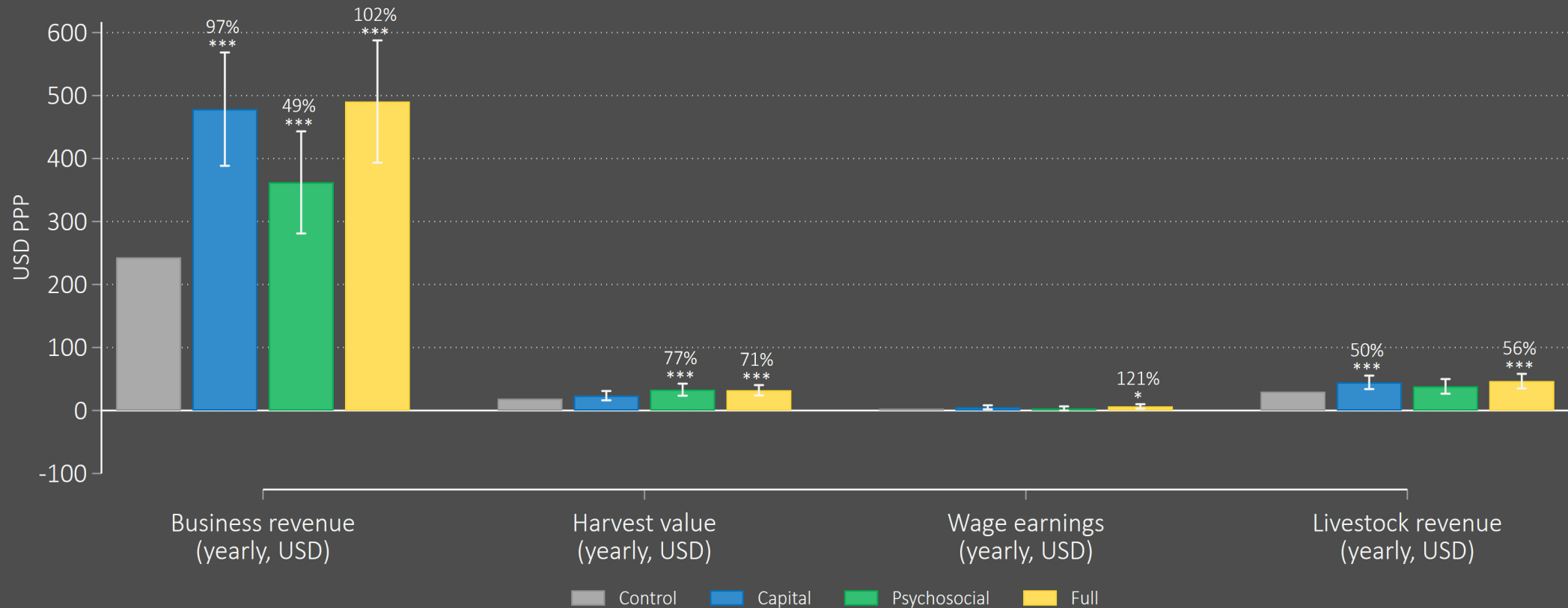
Very high cost-effectiveness

- For psychosocial package, consumption impacts already exceed costs 18 months post-intervention.
- Other packages are cost-effective under very conservative assumptions

These calculations are conservative (not considering durable goods, assets, psychosocial wellbeing,...)

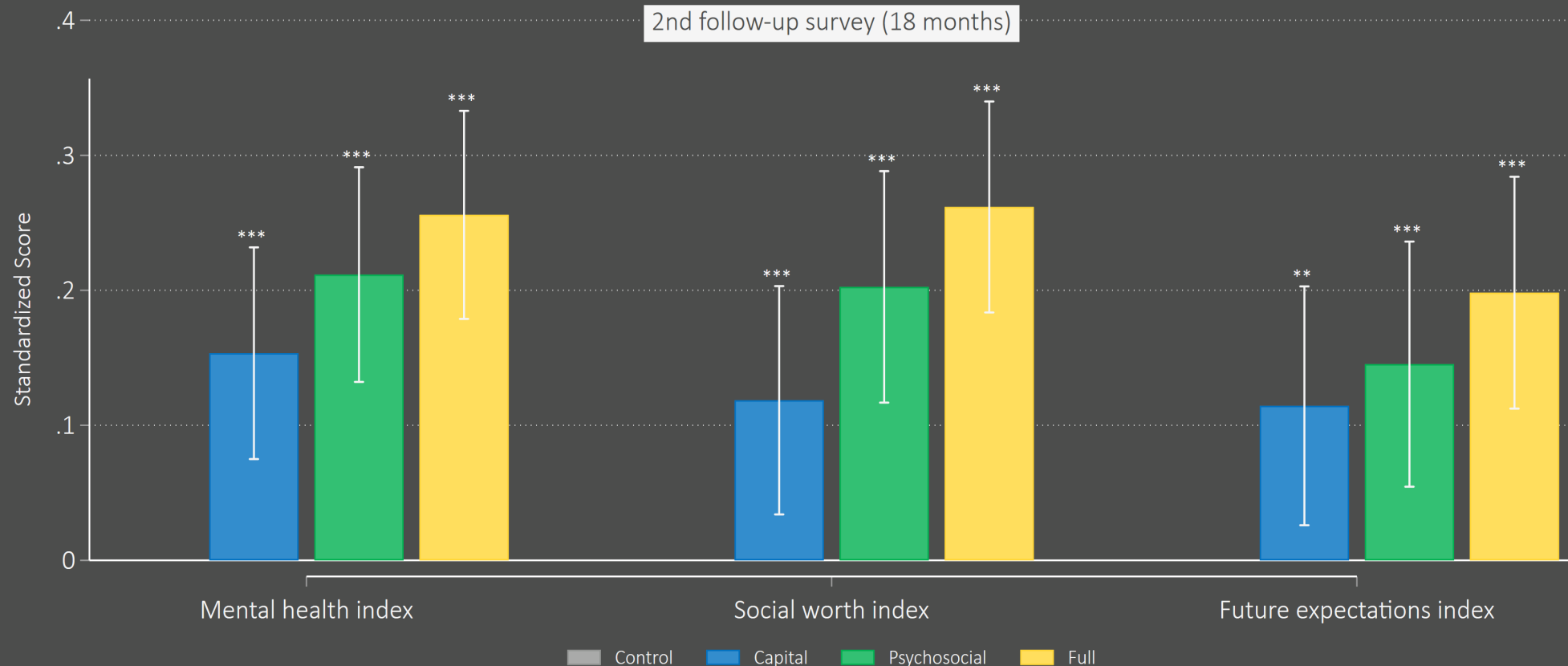
Large increase in revenues for women beneficiaries

2nd follow-up survey (18 months)



- Yearly revenues from productive activities strongly increase, driven by non-agricultural businesses and to a lesser extent livestock.

Substantial and sustained increase in indices of psychological well-being



- Mental health index captures facets of depression and life satisfaction
- Social worth index captures self-efficacy and social standing
- Future expectations index captures expected economic and social status in the future

Policy perspectives

The productive measures are impactful and highly cost-effective, particularly with psychosocial interventions.

Productive measures can contribute to multiple objectives:

- Economic welfare, poverty reduction, improvement of employment opportunities
- (But also: Resilience, women's empowerment, social cohesion...)

Results informed scale-up decision in Niger – close collaboration with policy team throughout, and extensive dissemination of preliminary and final results

- Decision to prioritize the full package
- Scale-up to 60,000 households, with another 30,000 households to be possibly funded by another donor. (From 0 to ~1,000,000 individuals reached).

Results from other countries forthcoming – major next step will be to understand which package is effective for which population in which setting.

Link to key resources

[Research article in Nature](#)

[Nature one page brief](#)

[Overview video on productive inclusion measures in the Sahel](#)

4-pager brief ([English](#), [French](#))

[Sahel Productive Inclusion Measures Webpage](#)

[Case study for State of Economic Inclusion report](#)

Video on the productive inclusion measures ([link](#))



 **COACHING**



 **MICRO-ENTREPRENEURSHIP TRAINING**



 **CASH GRANT**



 **COMMUNITY SENSITIZATION ON ASPIRATIONS AND SOCIAL NORMS**